

NEW HAMPSHIRE STATE LIQUOR COMMISSION
JULY 28, 2004, 9:00 A.M.
AGENDA

I. FINANCIAL & ADMINISTRATIVE REPORTS

1. Financial Reports
 - A. Weekly, Y-T-D Sales Reports
 - B. Budget/Administrative Reports
 - C. Human Resources Report
2. IT Report

II. MARKETING & SALES REPORTS

1. Store Operations
2. Purchasing Report
3. Merchandising Report
- A. SPIRITS:
 - 1) Test Market Products:
 - a. Test Market Request (Isle of Jura Superstition Single Malt Scotch)
 - b. Test Market Results (Codes #2312 and #2313)
 - 2) August Special Offer (2 items – United Beverages, Inc.)
 - 3) September Special Offer (1 item – United Beverages, Inc.)
- B. WINES:
 - 1) Special Offers for August 2004 (Labor Day Sale) -15 items
 - 2) Special Offers for September 2004 (Labor Day Sale) – 15 items
 - 3) Proposed Wine Sale for November 2004
 - 4) Sterling Display Request September & October 2004
 - 5) Primary Source Submissions (1 exclusive agent; 4 imported)

III. ENFORCEMENT & LICENSING REPORT

IV. CHAIRMAN'S REPORT & LATE ITEMS

1. Bailment Requests
2. Coupon Approvals
3. Late Items/Other

/D. Hartford